**NORIO KIMOTO**

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**SALES MANAGER**

Software/Information Technology/Communications

* 7 years of experience in selling software, communication and networking solutions to large corporations with track record in

・Doubling regional sales and meeting and exceeding personal and team sales goals.

・Recruiting, training and developing top-producing sales teams, including sales engineers.

・Convincing senior-level management of how a solution would help the organization meet its strategic goals.

・New product launches and sales system improvements that produce results.

* BS in Information Technology
* Excellent public-speaking and presentation skills; outstanding communication and interpersonal skills.
* An enthusiastic personality with a positive attitude and aggressive sales skills; available to travel

# Professional Experience

1. ABC Corporation-A

¥40-billion global information and communication company that develops and manufactures electrical and electronic systems. 1997 to present

**Regional Sales Manager, Osaka** 2000 to present

Manage a regional sales force of 10 in sales network management products and services in the Kansai area.

・Doubled regional sales from ¥6 billion to ¥12 billion in less than 3 years.

・Personally accounted for over 30% of regional sales.

・Launched several new products that generated record sales.

・Restructured regional sales organization and implemented new sales training programs.

・Shifted emphasis to more direct selling without jeopardizing reseller programs.

・Developed a real-time sales reporting system to achieve prompt action on new opportunities and sales activities.

**Account Executive, Osaka** 1997-2000

Sold network-management products and services to large corporations in the Kansai area.

・Exceeded a ¥500 million quota and awarded top sales awards for 3 consecutive years.

・Closed multi-year OEM contracts worth more than ¥200 million.

・Fromed business partnership with large corporations, including Matsushita, Sharp and Sanyo.

・Introduced new products to existing customers and increased sales per account by 25%

・Recommended modifications of sales-operation guidelines and pricing practices, resulting in higher closing rates.

1. Best Solution Company, Hiroshima

**Sales Representative** 1996-1997

Sold browser-based software to large corporations.

・Closed ¥150-million in licensing agreements.

・Worked with the implementation team to develop client-specific proposals.

# EDUCATION

Best University, Hiroshima

BS in Information Technology, 1996